

Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 02688 290751Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----290756Z 020034 /22

P R 290709Z MAR 77
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC 1801
USDOC WASHDC
DHUD WASHDC PRIORITY

UNCLAS TEHRAN 2688

USDOC FOR CAGNE

HUD FOR OFFICE OF INTERNATIONAL AFFAIRS/ANDREWS

E.O. 11652: N/A
TAGS: USIRJC ECRE IR
SUBJ: MAJOR PROJECT: IMPERIAL GUARD HOUSING PROJECT

REF TEHRAN 2461

1. FURTHER TO INFORMATION PROVIDED REFTEL ON IMPERIAL GUARD PROJECT, RUMOR IS THAT FRENCH CONSORTIUM WHOSE EARLIER BID WAS REJECTED MAY ATTEMPT TO REBID PORTION FOR WHICH DILLON HAS LETTER OF INTENT. IN ABSENCE OF MOST OF PRINCIPALS INVOLVED IN AWARD PROCESS FOR NOW-RUZ HOLIDAYS, THIS RUMOR CANNOT BE CONFIRMED UNTIL AFTER APRIL 3, WHEN PRESUMABLY NEGOTIATIONS WITH DILLON WILL BE RESUMED.

2. EMBOFF HAS DISCUSSED POSSIBILITY OF FRENCH ATTEMPTING TO CUT OUT DILLON AT THIS STAGE WITH TWO OF DILLON ASSOCIATES. ON DILLON'S RETURN TO IRAN, REPORTEDLY APRIL 2 OR 3, WE WILL CONSULT AND DETERMINE WHAT ADDITIONAL STEPS, IF ANY, EMBASSY MIGHT TAKE. AS CITED IN PARA 1, HOLIDAY PERIOD CONTINUING THROUGH APRIL 2 PRECLUDES ANY MEANINGFUL REPRESENTATIONS THIS WEEK.

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3. FYI: FRENCH GROUPS REPORTEDLY BID EVERY POSSIBLE PERMUTATION AND COMBINATION OF FOUR-LOCATION PROJECT UNLIKE OTHER GROUPS WHICH BID SPECIFIC PORTION OF PROJECT. FRENCH BUSINESS IN TEHRAN, ACTIVELY ABETTED BY A VERY LARGE COMMERCIAL STAFF IN THE FRENCH EMBASSY IN TEHRAN, IS EXTREMELY AND INCREASINGLY AGGRESSIVE. TO DATE, THIS AGGRESSIVE COMMERCIAL POSTURE HAS NOT GENERALLY GARNERED RESULTS

COMMENSURATE WITH THE AMOUNT OF ACTIVITY AND ENERGY INVOLVED.
WE SHOULD NOTE THAT THE FRENCH ALONG WITH SOME APPROXIMATELY
FORTY OTHER COUNTRIES ALSO HAVE TRADE PROTOCOLS SIMILAR TO
THE USIRJC. IT IS POSSIBLE THAT NOTWITHSTANDING A LETTER OF
INTENT, DILLON COULD BE CUT OUT. AT BEST, IF THE FRENCH ARE
PERMITTED TO RESUBMIT, THEIR BID WILL BE USED AS A LEVER TO
LOWER DILLON'S PRICE (A TACTIC EXPERTLY AND FREQUENTLY
PRACTICED IN IRAN).
MIKLOS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: HOUSING, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Sent Date: 29-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977TEHRAN02688
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770106-1168
Format: TEL
From: TEHRAN
Handling Restrictions: n/a
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 TEHRAN 2461
Retention: 0
Review Action: RELEASED, APPROVED
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3199327
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: IMPERIAL GUARD HOUSING PROJECT
TAGS: ECRE, IR, USIRJC
To: STATE COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/23c812bd-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009